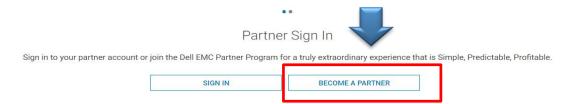


- Applicants should click on www.dellemc.com/partner
- Select your "Country"







Partner Vetting → Sponsoring Distributor as requested by the applicant.

Dell EMC Partner Program Guide

Our valued Partners have access to the industry's most comprehensive portfolio and truly extraordinary, world-class partner programs.

If you would like to participate in Dell EMC Partner Program, you will need to fill out the below registration form.

In your application, we request that you name a sponsoring distributor for approval. When choosing a sponsoring distributor, please ensure that you already have a working relationship with them so that they can ensure our high standards of excellence are maintained and confirm your compliance in the Dell EMC Partner Program. Your application will be forwarded to the named sponsoring distributor. If they do not approve, then unfortunately we will not be able to proceed with your application. You will receive a notification if your membership is approved or declined.

Steps to complete:

- 1. Please fill out the form below.
- 2. Your application will be reviewed by our internal teams.
- Once your application is fully processed, you will receive login credentials and granted access to your Dell EMC Partner Portal.

In some instances, more information may be required to meet the compliance requirements for the Dell EMC Partner Program. In this case we will contact you to make further arrangements.

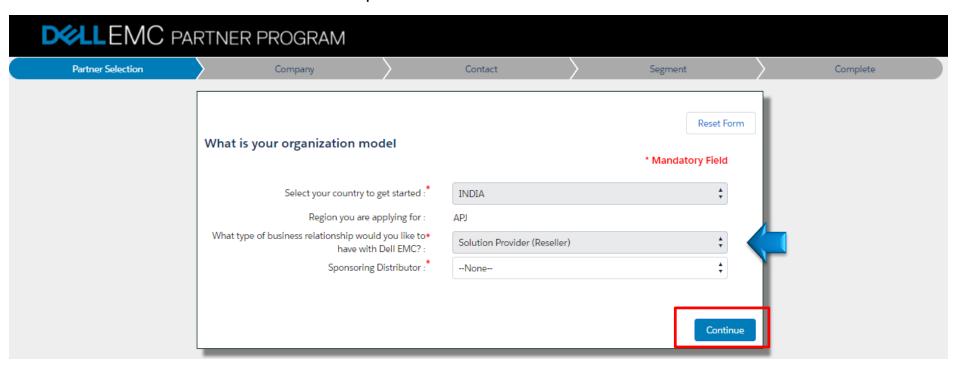
Important Note!

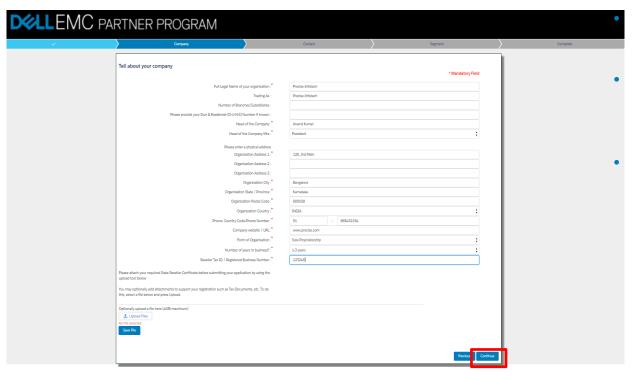
*Please use your company domain e-mail address for your registration. Registrations with non-corporate domains (such as: Gmail/Hotmail/Yahoo for example) may be rejected.

By registering, you agree to receive information (by email, phone and post) regarding your Dell EMC Program relationship.

For assistance with your registration, please contact APJ.DellEMC.PartnerOnboarding@dell.com

- Select the business relationship you would like to have with Dell EMC.
- Applicants are required to select the Sponsoring Distributor of their choice from the drop down menu.
- Click "Continue" after details are completed.



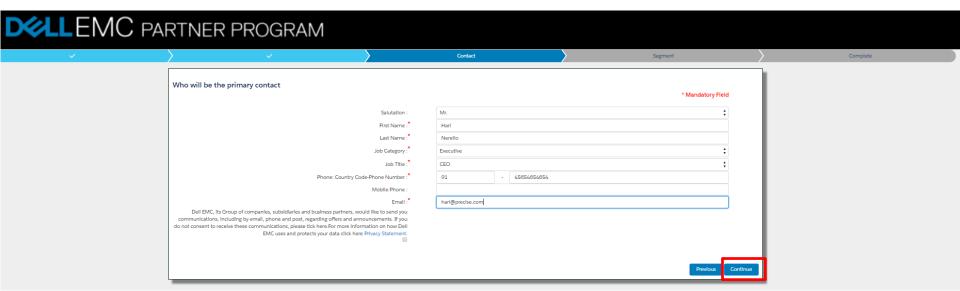


Fill in 'Company' tab with mandatory information.

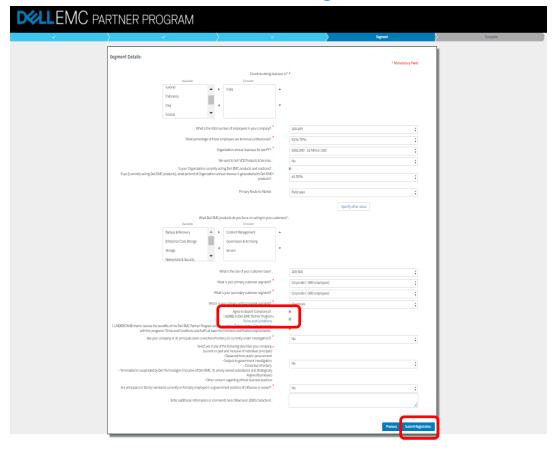
Upload the company documents (Reseller Tax ID /VAT ID / ABN/ Company Registration No.)

Click on Continue after the details have been completed.

- Fill in mandatory field on the "Contact" tab.
- Click on Continue after the details have been completed.







- Fill in 'Segment' tab with mandatory information.
- Click the check box with agree Term and conditions.
- Click on "Submit Registration" after the details have been completed.

 Once the Partner Application is complete, a Partner Registration Number will be auto generated, please keep this for your records.

